

## GOOD MORNING: 11/02/18 Farm Direction - Van Trump Report

1 message

**The Van Trump Report** <reply@vantrumpreport-email.com>

Fri, Nov 2, 2018 at 7:10 AM

Reply-To: Jordan <reply-fec8157673660c7d-314\_HTML-36250946-100003450-1@vantrumpreport-email.com>

To: info@farmdirection.com



*"If you really want to do something you'll find a way. If you don't, you will find an excuse."* -**Jim Rohn**

**FRIDAY, NOVEMBER 02, 2018**

[Printable Copy](#) or [Audio Version](#)

**Morning Summary:** Stock have seen a significant bounce in the past three days. In fact, the Nasdaq Composite is up +5.5% from its recent trough. The Dow is up almost +4.0% from its recent bottom. Yesterday's bounce is being attributed to an optimistic Tweet posted by President Trump, who tweeted, "Just had a long and very good conversation with President Xi Jinping of China. We talked about many subjects, with a heavy emphasis on Trade. Those discussions are moving along nicely with meetings being scheduled at the G-20 in Argentina. Also had good discussion on North Korea!" There's also more positive comments this morning coming from the White House. Market insiders claim this optimism regarding China has been enough to provide followthrough buying. There's also more talk and rumor that the Fed might blink first in regard to altering their hawkish stance. Bulls obviously want to see more flexibility from the Fed as the President tries to renegotiate trade with the Chinese. Data dependency is one thing, but the bulls believe the Fed should be considering all underlying circumstances. Perhaps another reason to walk back their hawkish rhetoric is the fact the U.S. economy is starting to show more signs of weakening. The latest manufacturing data showed activity slowing to a six-month low. The latest data also showed construction spending in September as mostly flat. Keep in mind that US productivity growth also slowed to a 2.2% rate in the third quarter, while labor costs accelerated. Oil prices are also down at their lowest level since April and have now shed over -16% from their year high hit less than a month ago. Keep in mind, Iranian sanctions are scheduled to go into play this Sunday, so next week could bring some additional volatility. The Fed is also scheduled to hold a two day meeting next Wednesday and Thursday. I suspect we will hear a bit more clarity on their most recent thoughts and forward looking guidance. Perhaps they've softened up a bit on weaker commodity prices and some less than expected economic data. Also of extreme importance next week will be Tuesday's midterm U.S. election. Most all sources continue to forecast the Democrats taking back the House and the Republicans holding the Senate. I think it's going to be closer than what most are forecasting, but I will provide more details and coverage early next week on how it could specifically impact the market. As for today, the trade will be digesting the latest monthly government employment report. Most are suspecting the report will show we added around +200,000 jobs during the month of October, and the unemployment rate is at or near historically low levels. Apple's earnings were considered mixed following yesterdays markets close, but interestingly CEO Tim Cook said he thought the company could take a \$2 billion hit in Q1 2019 because of strength in the U.S. dollar compared to global currency valuations. Today's earnings highlights will come from Alibaba, Chevron and Exxon. Bottom-line, we have to continue keeping a close eye on the U.S. dollar, interest rates, inflation, energy costs, wage growth, longer-term direction of the Fed, Chinese tariffs, problems in the Middle East, and how it all bundles and impacts U.S. corporate earnings. Next week should be extremely busy and volatile with some very large headlines hitting the wire. Have a plan and be prepared to execute!

**Tesla Owners Will Soon Be Able To Drive Cars With Their Phones:** *Elon Musk says that a coming software update would allow Tesla owners to drive their cars with their phones. "Car will drive to your phone location & follow you like a pet if you hold down summon button on Tesla app," Musk said. "Also, you'll be able to drive it from your phone remotely like a big radio controlled car if in line of sight,"*

he added. The new update will also give Tesla vehicles the ability to find and choose parking spots without driver assistance. (Source: BusinessInsider)

**UPS Will Stop Picking Up Shipments Of Heavy Items** next Wednesday before union voting on a tentative contract ends on Nov. 11. "Because we do not have a guarantee against a work stoppage, we cannot afford to put our customers' volume at risk," the company said in a statement. The union issues are surfacing as UPS tries to lower delivery costs associated with a surge in online orders from Amazon and others. (Source: SeekingAlpha)

**Home Flipping Is No Longer For Amateurs:** A rough combination of higher costs and lower demand is putting a chill on the once red-hot house-flipping market. After the epic housing crash, flippers poured in, buying up distressed properties at bargain prices, fixing them up and flipping them either to residents or to other investors. The math isn't working out like it once did and many are now stepping out of the game. The number of home flips, defined as a home bought and sold within the same 12-month period, fell 18 percent nationally in August, compared with August 2017, according to Attom Data Solutions. Flipping volume has been falling annually by double-digit percentages for three of the past six months. In California, where home prices are highest, flips were down a steeper 22 percent annually. What was once used by many as a way to make some extra cash if you were willing to work a bit, has become professionalized. Read more [HERE](#) on the how many are fleeing the flipping market. Read more [HERE](#).

**Critical Holiday Season Coming fortim Some Retailers:** As Amazon, Walmart and Target increasingly suck up the retail oxygen, a slew of high-profile competitors are wheezing, turning the always-crucial holiday shopping season into a make-or-break scenario for some. Department store chains Sears, J.C. Penney and Neiman Marcus are ailing, while strip-mall stalwarts Kmart and Bed Bath & Beyond are struggling to lure customers. And flailing mall retailers such as Claire's and Charlotte Russe must deliver results. Many major retailers are already showing signs of suffocation. Seventeen have defaulted on their debts since the start of 2017, including Sears, Payless, GNC, Rue 21, Bon-Ton Stores and David's Bridal, according to S&P Global Ratings. Even during the financial crisis, it wasn't this bad. Only five defaulted in 2009 and five in 2010, the worst individual years until 2017. Click [HERE](#) for several key retailers that can't afford a bad holiday season this year.

## Retailers that have defaulted since the start of 2017, according to S&P:

### 99 Cents Only Stores

BI-LO

Bon-Ton Stores

Charlotte Russe

Charming Charlie

Claire's Stores

David's Bridal

GNC

Rue 21

Guitar Center

Sears Holdings

Gymboree

Tops Holding

J. Crew

Toys R Us

Payless

True Religion

SOURCE Standard & Poor's



## Dare to be Different

### 2018 Van Trump Conference



Strategy - Collaboration - Leadership

## 2018 VAN TRUMP CONFERENCE



On hand will be several leading market analyst, traders and innovators who will be providing their insight and opinions on both short-term and long-term industry direction and outside investment ideas. You do not want to miss this years special event!

November 28 - 29, 2018

### SPECIAL "MASTER MIND" SESSION



Sit front row in the boardroom with some of the best and brightest! Join us for an exclusively look behind the scenes as several of the top CEO's and leaders openly discuss their next moves in the markets, their current investments, what they see at out on the horizon, along with heated debates about our future.

### SPECIAL GUEST SPEAKER

**Molly Bloom** - One of the most intriguing stories of the past decade. Her story was recently turned into a major hit motion picture called "Molly's Game". The true story of "Hollywood's poker princess" who gambled



# FARM TANK

## Tweets of the Day

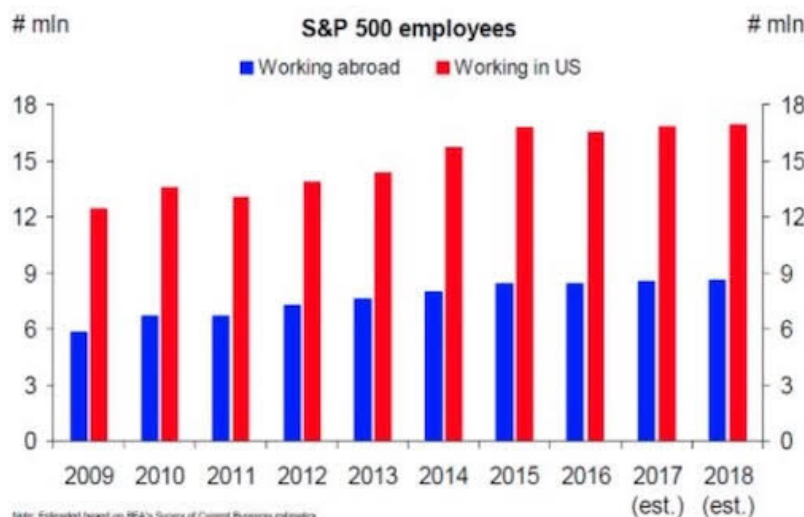


**Sam Ro** ✓  
@bySamRo

Following

Total employment in S&P500 companies is around 25mn workers. Of those around 2/3, or roughly 17mn, work in the US and 8mn work outside the US - DB

Roughly 1/3 of employees in S&P500 companies work abroad



7:09 AM - 1 Nov 2018

everything, won big, then lost it all.

"A captivating story that is interesting for a wide audience beyond those who enjoy poker. It's a high stakes adventure providing the layperson a peak into a world few will ever truly know or understand. Molly comes from a family of high achievers. She is no slouch. A champion skier, brains to match. Each time she hit a bump in her life she did not complain, she found a solution with a positive attitude. She offers many fantastic life lessons!"

### REDEFINING THE IMPOSSIBLE: "IRON COWBOY"

Don't miss this tale of adventure as James Lawrence 'Redefines Impossible.'

"Meeting the Iron Cowboy had a lasting affect on me. I spent the next few months ruminating about what should be my own personal challenge. James has that effect on you."

"It was like a pep talk for my head. I loved all the real, raw experiences but this also gave me something else that I wasn't expecting. It touched me deeply on a spiritual level and helped me reconnect to my strongest, truest self, someone who now chooses to keep going when life is hard."

"One of the grittiest stories on perseverance I've ever heard. His epiphany that the whole reason quitting is impossible to him is his love for his kids and his wife. That struck an important nerve for me."

"I think of this story every time something seems too hard or impossible. It has truly changed my life! So blessed to have heard it."





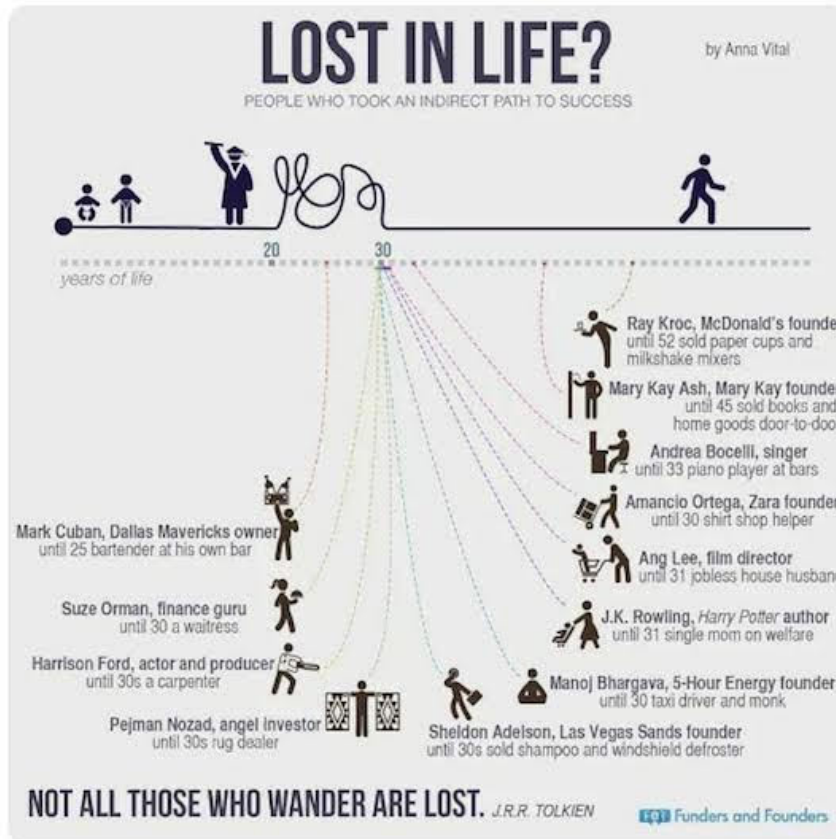


Shebin John | Remedcu  
@remedcucom

Following

So when are you starting?

#motivation #inspiration #inspire  
#InspirationalQuotes #inspired #motivational  
#MotivationalQuotes #motivated #success  
#successquotes #successquote



3:06 PM - 31 Oct 2018



### Weather Wild-Card!

Weather guru Dr. Simon Atkins will be presenting what he is calling one of the most important weather updates and forecasts in years. Join us as he reveals a possible game changer!

Network directly with some of the top CEO's and ag industry executives. Learn first hand how NEW technology and transparency is influencing today's decisions.

**Early Bird Special**

**\$299**

regular price \$500

*Remember we sold out early last year!*

**LEARN MORE**

### WHAT'S HAPPENING IN WASHINGTON



*With Washington's every move impacting our future, it's vitally important that we know the latest developments and better understand future direction. Come listen to our team of insiders provide their latest thoughts.*



LBL Homeplace  
@LBLHomeplace

Following

Smoking tobacco is common this time of year, visit the farm and learn more about the process and take in the wonderful smell from the Tobacco Barn @LandBtwnLakes #tobacco #homeplace #farmlife



6:53 AM - 31 Oct 2018

## NETWORKING COCKTAIL EVENT Wednesday, November 28th

*Collaboration is the Name  
of the Game*

*I recently watched comedian Dusty Slay on the Jimmy Fallon Show, then I saw him again on Jimmy Kimmel. I thought he was funny, so we called him up and booked him for the conference. Come kick back and enjoy the show and some good conversation with friends.*

*Extend your Network by attending!*



### MARKETING ROUNDTABLE

Kevin Van Trump, Andy Daniels, Mike Mock, Matt Bennett, Chip Nellinger and Todd Gleason talk about the markets and strategies for reducing risk and improved pricing.



### Today In History



**1861, General John C. Fremont** - Controversial Union General John C. Fremont is relieved of command in the Western Department and

replaced by David Hunter. Fremont was one of the most prominent Union generals at the start of the war. Born in Georgia and raised in South Carolina, he joined the military in 1838 and helped map the upper Mississippi River. He made a significant career move in 1841 when he





**Mayor Sam Telfer**  
@MayorTelfer

Following

Midnight hay baling putting on a show. Bit worrying when getting out to fix the knotter.  
[#farmlife](#) [#haybaling](#) [#Lightning](#)



7:01 AM - 1 Nov 2018



**Tim Fargo** 🔥 🔵  
@tim\_fargo

Following

Little things in life are the ones to be most cherished. With time they become the biggest ones. - Roxana M Jones  
[#WednesdayWisdom](#)



8:38 AM - 31 Oct 2018

married Jesse Benton, the daughter of powerful Missouri senator Thomas Hart Benton. At first, the senator objected to the marriage, but he soon became Fremont's staunchest supporter. With his father-in-law's help, Fremont secured leadership of two famous expeditions to the West in the 1840s. He became involved in politics in the 1850s and was the fledgling Republican Party's first presidential candidate in 1856. When the Civil War started in 1861, Fremont became a major general in command of the Western Department based in St. Louis. In August 1861, the Union suffered a stunning defeat when an army under General Nathaniel Lyon was routed at the Battle of Wilson's Creek in southwestern Missouri. Many criticized Fremont for failing to provide proper support for Lyon, who was killed in the battle. In response, Fremont took action to demonstrate his control over the region. He declared martial law and proclaimed freedom for all slaves in Missouri. In doing so, he placed resident Abraham Lincoln's administration in a difficult position. Lincoln was trying to keep the border states (Delaware, Kentucky, Maryland, and Missouri) from seceding from the Union. With the exception of Delaware, these states contained substantial numbers of slaveholders, and opinion over the issue of slavery was evenly divided. Fremont's freeing of slaves threatened to destroy the balance and send these states into the hands of the Confederacy. Of particular concern was Kentucky, Lincoln's native state. It was of vital strategic importance and the movement for secession there was strong. Fremont's actions in Missouri fueled secessionist spirit and alienated many Northerners who were unwilling to wage a war to end slavery. Lincoln requested privately that Fremont rescind the order, but he refused. The president had no choice but to negate the order of emancipation and remove Fremont from command in the West. Fremont still had many supporters, so Lincoln placed him in charge of a small army in Virginia. He had little success in the Shenandoah Valley, where he was pitted against the brilliant Confederate General Thomas J. "Stonewall" Jackson. Fremont resigned in 1862 after Jackson defeated his force, and Fremont's army was merged with the command of General John Pope, a longtime rival. Some Republican allies urged Fremont to challenge Lincoln for the 1864 presidential nomination, but Fremont declined. After the war, he served as territorial governor of Arizona and died in New York in 1890.



**1917, The Balfour Declaration** - was a public statement issued by the British government during World War I announcing support for the

establishment of a "national home for the Jewish people" in Palestine, then an Ottoman region with a small minority Jewish population. It read: "His Majesty's government view with favour the establishment in Palestine of a national



Justice Time

@JustinTraver3


Follow

Replying to @FaithReel



1:36 AM - 1 Nov 2018

# neuro mining



*As we age, it gets harder and harder to create new neural pathways in the brain. It's the reason kids find it so easy to learn new things, but as adults it often gets more difficult. Doing brain teasers and solving riddles can be an important part of keeping our brain healthy. The more connections we can form, the better our brain will be. I hope this helps provide a little daily fun and exercise. The answer to each riddle or puzzle will be located at the bottom of the report.*

**TODAY'S RIDDLE:**

*What can go up a chimney down but can't go down a chimney up?*

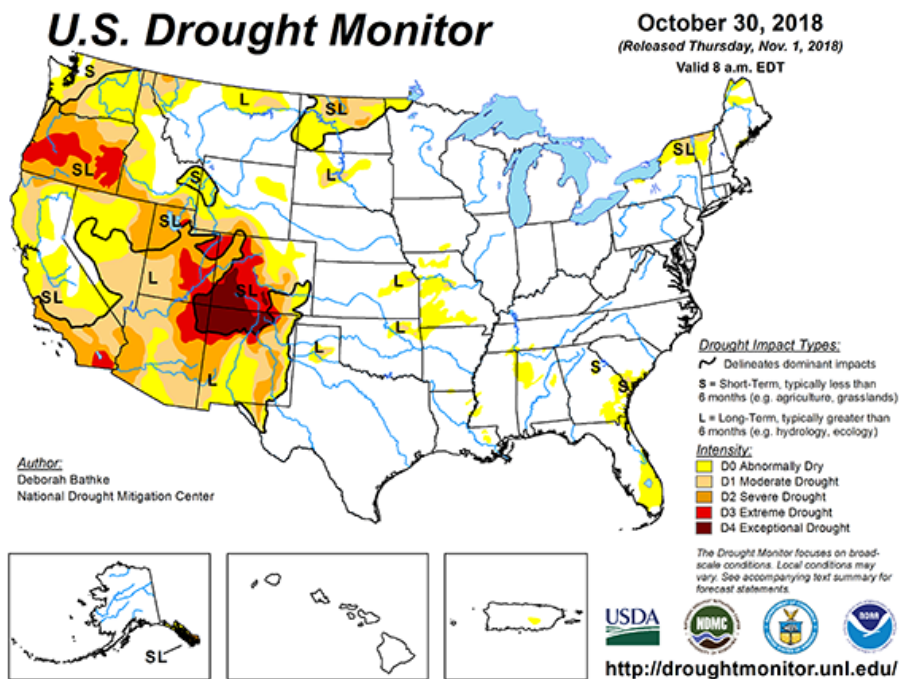
**Weather** conditions across the Corn Belt are being impacted by a low-pressure system producing heavy rain and halting fieldwork from Missouri into the lower Great lakes region. Meanwhile, upper Midwestern field conditions are mostly favorable for corn and soybean harvesting, except in areas of lingering wetness. On the Plains, showers are ending across southern areas, although cool conditions and wet fields continue to limit summer crop harvesting and late-season winter wheat planting. Meanwhile on the northern Plains, mild, mostly dry weather favors winter wheat emergence and growth. In the South, heavy showers and thunderstorms extend southward from the Tennessee Valley to the Gulf Coast. The rain is halting late-season harvest efforts in the Delta, but producers in the southern Atlantic States continue to harvest summer crops and plant winter wheat in advance of the approaching rainfall. A slow moving cold front will drift eastward, sparking heavy, late week rain across a broad area. Storm total rainfall could reach 1 to 3 inches or more throughout the eastern U.S. In contrast, dry weather will prevail during the next 5 days from California to the southern Plains. Late in the weekend and early next week, a new storm system should begin to take shape across the nation's mid-section and produce additional to below normal temperatures and near

home for the Jewish people, and will use their best endeavors to facilitate the achievement of this object, it being clearly understood that nothing shall be done which may prejudice the civil and religious rights of existing non-Jewish communities in Palestine, or the rights and political status enjoyed by Jews in any other country." The declaration was contained in a letter dated 2 November 1917 from the United Kingdom's Foreign Secretary Arthur Balfour to Lord Rothschild, a leader of the British Jewish community, for transmission to the Zionist Federation of Great Britain and Ireland. The text of the declaration was published in the press on 9 November 1917. Immediately following their declaration of war on the Ottoman Empire in November 1914, the British War Cabinet began to consider the future of Palestine; within two months a memorandum was circulated to the Cabinet by a Zionist Cabinet member, Herbert Samuel, proposing the support of Zionist ambitions in order to enlist the support of Jews in the wider war. A committee was established in April 1915 by British Prime Minister H. H. Asquith to determine their policy toward the Ottoman Empire including Palestine. Asquith, who had favored post-war reform of the Ottoman Empire, resigned in December 1916; his replacement David Lloyd George, favored partition of the Empire. The first negotiations between the British and the Zionists took place at a conference on 7 February 1917 that included Sir Mark Sykes and the Zionist leadership. Subsequent discussions led to Balfour's request, on 19 June, that Rothschild and Chaim Weizmann submit a draft of a public declaration. Further drafts were discussed by the British Cabinet during September and October, with input from Zionist and anti-Zionist Jews but with no representation from the local population in Palestine. By late 1917, in the lead up to the Balfour Declaration, the wider war had reached a stalemate, with two of Britain's allies not fully engaged: the United States had yet to suffer a casualty, and the Russians were in the midst of a revolution with Bolsheviks taking over the government. A stalemate in southern Palestine was broken by the Battle of Beersheba on 31 October 1917. The release of the final declaration was authorized on 31 October; the preceding Cabinet discussion had referenced perceived propaganda benefits amongst the worldwide Jewish community for the Allied war effort. The opening words of the declaration represented the first public expression of support for Zionism by a major political power. The term "national home" had no precedent in international law, and was intentionally vague as to whether a Jewish state was contemplated. The declaration had many long-lasting consequences. It greatly increased popular support for Zionism within Jewish communities worldwide and became a core component of the British Mandate for Palestine, the founding document of Mandatory Palestine, which later became



to above normal precipitation across most of the country. Warmer than normal weather will be limited to California, the East, and the Desert Southwest, while drier than normal conditions should be confined to the West.

**Drought Outlook After Recent Heavy Rains:** *The U.S. Monitor for the weekend ending Oct. 30 showed virtually no increase in drought across the Lower 48, except for an expansion of abnormal dryness for the Florida Panhandle. Rains last week brought improvements to areas impacted by drought, including the long-term drought in the Southwestern states. Storms brought good precipitation to the upper Midwest, and the Ohio Valley, bringing drought relief to these areas. Across the northern Plains the trend is toward improvement as recent moisture helped improve both short and long-term deficits.*



**Corn** bulls are happy to see some positive headlines in regard to trade relations with the Chinese. I should also note, FC Stone also released their latest production estimate, lowering the crop from 14.940 billion down to 14.830 billion bushels. Their average yield estimate was lowered from 182.7 down to 181.4 bushels per acre. The USDA is currently at 14.778 billion bushels, with an average yield of 180.7 bushels per acre. Informa will be out with their numbers at around 10:30am CST. Bears point to a third consecutive week of weaker than expected U.S. exports and increasing competition from South America and Ukraine. The USDA released their updated Grain Crushing Report. Total corn consumed for alcohol and other uses was 501 million bushels in September 2018. Total corn consumption was down -7% from August, but up +1% from September 2017. Corn consumed for beverage alcohol totaled 2.81 million bushels, down -21% from August 2018 and down -21% from September 2017. Corn for fuel was estimated a 449 million bushels, down about -7% from August 2018 but up +1% from September 2017. The USDA reported 6.3 million bushels of sorghum were used for ethanol production in September vs. 4.3million bushels last year September. As I mention yesterday, I've heard some ethanol plants increasing their percentage of milo or sorghum being used. I suspect there's more available in the U.S. marketplace with China no longer buying U.S. exports.

Israel and the Palestinian territories. As a result, it is considered a principal cause of the ongoing Israeli-Palestinian conflict, often described as the world's most intractable conflict. Controversy remains over a number of areas, such as whether the declaration contradicted earlier promises the British made to the Sharif of Mecca in the McMahon-Hussein correspondence.



### 1983, MLK Day Declared -

President Ronald Reagan signs a bill in the White House Rose Garden designating a federal holiday honoring Martin Luther King, Jr., to be observed on the third Monday of January. Martin Luther King, Jr., was born in Atlanta in 1929, the son of a Baptist minister. He received a doctorate degree in theology and in 1955 organized the first major protest of the civil rights movement: the successful Montgomery Bus Boycott. Influenced by Mohandas Gandhi, he advocated nonviolent civil disobedience to racial segregation. The peaceful protests he led throughout the American South were often met with violence, but King and his followers persisted, and the movement gained momentum. A powerful orator, he appealed to Christian and American ideals and won growing support from the federal government and Northern whites. In 1963, he led his massive March on Washington, in which he delivered his famous "I Have a Dream" address. In 1964, the civil rights movement achieved two of its greatest successes: the ratification of the 24th Amendment, which abolished the poll tax, and the Civil Rights Act of 1964, which prohibited racial discrimination in employment and education and outlawed racial segregation in public facilities. In October of that year, King was awarded the Nobel Peace Prize. He donated the prize money, valued at \$54,600, to the civil rights movement. In the late 1960s, King openly criticized U.S. involvement in Vietnam and turned his efforts to winning economic equality for poorer Americans. By that time, the civil rights movement had begun to fracture, with activists such as Stokely Carmichael rejecting King's vision of nonviolent integration in favor of African American self-reliance and self-defense. In 1968, King intended to revive his movement through an interracial "Poor People's March" on Washington, but on April 4 escaped white convict James Earl Ray assassinated him in Memphis, Tennessee.

### Upcoming Events

**Fri. 11/2** - Monthly Unemployment

**Sun. 11/4** - Daylight Savings Time Ends (turn clocks back and gain an hour)

**Mon. 11/5** - Crop Progress

**Tues. 11/6** - Midterm Election

**Wed.-Thur. 11/7-11/8** - FOMC Meeting



# Top 10 U.S. Corn Ag Export Markets

Comparing 2017 and 2018 U.S. exports.

(in million metric tons)

	Oct.-Aug. 2017	Oct.-Aug. 2018	Year-Over-Year Change
<b>Mexico</b>	12,717,031	14,111,076	<b>+10.96%</b>
<b>Japan</b>	11,962,342	12,606,330	<b>+5.38%</b>
<b>S. Korea</b>	4,618,688	5,592,505	<b>+21.08%</b>
<b>Colombia</b>	4,355,454	4,708,204	<b>+8.10%</b>
<b>Peru</b>	2,702,610	2,901,326	<b>+7.35%</b>
<b>Taiwan</b>	2,625,246	2,370,797	<b>-9.69%</b>
<b>Vietnam</b>	106,260	1,908,658	<b>+1696.21%</b>
<b>EU</b>	794,638	1,876,814	<b>+136.18%</b>
<b>Canada</b>	549,752	1,527,932	<b>+177.93%</b>
<b>Saudi Arabia</b>	2,028,896	1,494,005	<b>-26.36%</b>
<b>World Total</b>	51,940,392	58,249,094	<b>+12.15%</b>

Source: USDA, ERS summary of data released by U.S. Department of Commerce, Census Bureau

**Soybean** bulls welcomed a tweet by President Trump who posted "Just had a long and very good conversation with President Xi Jinping of China. We talked about many subjects, with a heavy emphasis on Trade. Those discussions are moving along nicely with meetings being scheduled at the G-20 in Argentina. Also had good discussion on North Korea!" There's also another round of positive commentary coming from the White House this morning. Bears argue this is only presidential positioning ahead of the midterms and neither side is actually any closer. Meaning it's possibly just political jockeying by both leaders to try and stop the bleeding in their respective stock markets and more positively influence voters. There have also been some headlines circulating inside the trade regarding Brazil and the fact they might soon be looking to increase their biodiesel blend, which ultimately means more domestic soybean oil demand. In more traditional news, the USDA reported the U.S. soybean crush for the month of September at 169.3 million bushels, which was below most trade expectations, but still significantly larger than last year's September crush of 145.4 million bushels. The end of September soybean oil stocks were reported at 1.990 billion pounds, which was significantly below average market expectations of 2.141 billion pounds and well below the previous months stocks estimate of 2.215 billion pounds. Unfortunately, the number is still significantly well above last September's stocks of 1.711 billion pounds. The USDA reported U.S. meal production at 3.986 million tons in September 2018 vs. the 4.031 million produced the prior month of August. I should note, September 2017 production was reported at 3.409 million tons. Soybean meal stocks were reported at 553,000 tons at the end of September vs. 401,000 in August. Bottom-line, soybean oil ending stocks still look to be the highest in the past few years, and there's no real change or shift to report in the meal balance sheet. I should also report, respected industry source FC Stone lowered its U.S. soybean production estimate from 4.796 billion bushels down to 4.699 billion bushels. Their average yield estimate was lowered from 54.0 down to 53.2 bushels per acre. Informa will be out with their global production estimates today at 10:30am CST. As a producer, I'm carefully monitoring the trade. The JAN19 contract is almost back to \$9.00 per bushel. The new-crop JAN20 contract was back to \$9.50 in the overnight. Might make some longer-term sense...

**Thur. 11/8** - Export Sales, USDA Supply and Demand, Crop Production

**Mon. 11/12** - Veterans Day; US Markets Open

**Tues. 11/13** - Crop Progress

**Thur. 11/15** - NOPA Crush

**Fri. 11/16** - Export Sales

**Mon. 11/19** - Crop Progress, Milk Production

**Wed. 11/21** - Cattle on Feed, Cold Storage

**Thur. 11/22** - Thanksgiving; US Markets Closed

**Fri. 11/23** - Export Sales, Black Friday

**Mon. 11/26** - Last Crop Progress, Cyber Monday

**Wed.-Thur. 11/28-11/29** - 2018 Van Trump Conference

**Thur. 12/6** - Export Sales

**Fri. 12/7** - Monthly Unemployment

**Tues. 12/11** - USDA Supply and Demand, Crop Production

**Thur. 12/13** - Export Sales

**Mon. 12/17** - NOPA Crush

**Thur. 12/20** - Export Sales

**Fri. 12/21** - Quarterly Cold Storage, Hogs and Pigs, Monthly Cattle on Feed, Personal Income

**Mon. 12/24** - Christmas Eve; Market Closes at Noon CST

**Tues. 12/25** - Christmas Day; US Markets Closed

**Fri. 12/28** - Export Sales

## Kevin's Song of the Week



## Kevin's Song of the Week

# Top 10 U.S. Soybean Ag Export Markets

Comparing 2017 and 2018 U.S. exports.

(in million metric tons)

	Oct.-Aug. 2017	Oct.-Aug. 2018	Year-Over-Year Change
<b>China</b>	33,587,785	25,327,022	<b>-24.59%</b>
<b>EU</b>	4,386,278	5,499,460	<b>+25.38%</b>
<b>Mexico</b>	3,628,959	3,930,334	<b>+8.30%</b>
<b>Indonesia</b>	2,356,264	2,339,504	<b>-0.71%</b>
<b>Egypt</b>	939,218	2,331,332	<b>+148.22%</b>
<b>Japan</b>	2,289,774	2,071,703	<b>-9.52%</b>
<b>Taiwan</b>	1,451,986	1,962,996	<b>+35.19%</b>
<b>Pakistan</b>	558,189	1,594,199	<b>+185.60%</b>
<b>Thailand</b>	1,014,119	1,408,017	<b>+38.84%</b>
<b>Vietnam</b>	529,118	1,059,504	<b>+100.24%</b>
<b>World Total</b>	55,211,538	53,479,199	<b>-3.14%</b>

Source: USDA, ERS summary of data released by U.S. Department of Commerce, Census Bureau

**Wheat** continues to trade mostly sideways and near the same price it opened this week. There's really nothing fresh or new to report. The U.S. dollar was bit weaker and the outside macro environment perceived as perhaps a bit more optimistic. There's also some rumors and talk circulating that Russian wheat loading might be temporarily halted at a few Black Sea loading points. Bulls are also pointing to continued dry conditions in parts of the European Union, ongoing complications and problems with the Australian crop, and perhaps a little frost damage in parts of Argentina. I remain a longer-term bull, but as I've insinuated several times, I'm worried about market timing and the fact we could get another leg lower before moving higher in late-2018 or early-2019. Staying patient and waiting to play the bigger extremes...

## NEXT level THINKING



My goal at "The Van Trump Report" is to help readers better identify the moving parts and dynamics associated with the financial markets, geopolitical events, economics, media and culture that is currently influencing and shaping the direction of the agricultural markets. I like to believe I "Challenge the Traditional" and encourage our readers to think outside the box.

I use story telling techniques that are written in an easy to read format to help convey my current thoughts about business, markets, technology, weather, sports and life. I also like to include links, filter the noise, and pass along in-depth research and information that I believe could challenge your current thought process and help you make more informed decisions. In addition I include valuable lessons I have learned from other traders, executives and investors, along with an occasional inspirational piece about life, family and faith.

What I do not do in "The Van Trump Report" is give specific financial advice or tell individuals how to invest or how to specifically hedge. Remember, this information is being read by hedge fund managers, bankers, CEO's, and Ag leaders around the globe, therefore it's NOT tailored to fit your specific individual needs. For specific investment or hedging advice please seek the help of a licensed representative that can better understand your particular situation, individual needs and overall risk tolerance. This information should ONLY be used for educational and entertainment purposes.

My family and I would like to thank you again for your support!

*Kevin Van Trump*

### What Others Are Saying

"I am a recent subscriber to Kevin's newsletter, but I'm a long-time reader of many other high-profile marketing services. I am particularly impressed with the thorough manner in which Kevin evaluates every economic aspect, both nationally and internationally, that influences commodity prices. His analysis and conclusions are highly thought out and conveyed in layman's terms so that the reader can comprehend the numerous and often complex interrelationships that impact the markets. Kevin is a real attribute to the agricultural sector."

**A.M., FDIC**

"As a national federal farm policy administrator and commodity producer, I find it critical to keep updated with what is going on in the real world of agriculture and with the domestic and global markets. Of all the services I've have been privy to or have subscribed to over the past 20 years I've found in the past several months of engaging in your "Farm Direction" services to be the best perception and analysis of what is really



# Top 10 U.S. Wheat Ag Export Markets

Comparing 2017 and 2018 U.S. exports.

(in million metric tons)

	Oct.-Aug. 2017	Oct.-Aug. 2018	Year-Over-Year Change
<b>Japan</b>	2,901,216	2,462,737	<b>-15.11%</b>
<b>Mexico</b>	3,645,554	2,435,276	<b>-33.20%</b>
<b>Philippines</b>	2,422,524	2,212,663	<b>-8.66%</b>
<b>S. Korea</b>	1,318,733	1,409,079	<b>+6.85%</b>
<b>Indonesia</b>	1,018,908	878,279	<b>-13.80%</b>
<b>Nigeria</b>	1,557,002	806,433	<b>-48.21%</b>
<b>Taiwan</b>	960,554	805,340	<b>-16.16%</b>
<b>Iraq</b>	0	775,268	<b>+</b>
<b>EU</b>	580,644	578,708	<b>-0.33%</b>
<b>Thailand</b>	645,903	564,126	<b>-12.66%</b>
<b>World Total</b>	25,724,560	19,197,822	<b>-25.37%</b>

Source: USDA, ERS summary of data released by U.S. Department of Commerce, Census Bureau

happening in today's world. Not only here in the United States, but across the globe as well. US farmers need this type of help and information to assist them in their daily efforts. I commend you for a job well done. Please let me know if I can ever be of any help or assistance to you in the future..."

**L.T., Assistant Deputy Administrator for Farm Programs USDA**

## My Own Personal Truisms

"Not To Trade, is often considered a good trading decision..."

"First Rule of HOLES: When you are in one stop digging..."

"Every looser in Vegas, always walks away from the table thinking he could have done better, the winners on the other hand leave while on top..."

"Bulls make money, Bears make money, but pigs get slaughtered..."

"The markets ability to remain irrational can often times last much longer than your ability to remain solvent..."

I'm more of a long-term player, therefore you will not see me give many short-term suggestions or trade ideas. One of my most important rules is that I always follow my long-term direction. Therefore, as long as I am "bullish" a market I will only play that particular market in one of three ways.

- Option #1 - Conservatively long.
- Option #2 - Aggressively long.
- Option #3 - Sitting on the sideline.

I never initiate a "short" position in a market that I am "bullish" longer-term, nor do I initiate a "long" position in a market I am "bearish" longer-term.

## Connecting the Dots

**> Wet October May Lower Kansas Wheat Plantings:** Parts of the state saw two and three times as much rain as normal with Emporia receiving a record 9 inches. All the water is having a affect on the decision making process of hundreds of farmers. Not only are soybean harvest delayed but that means winter wheat planting is pushed back as well. The anticipated increase in wheat plantings looks to fall to the wayside as time is running out. Last season Kansas planted 7.7 million acres and were planning on increasing by 10% this year.

**> Another Cargo Of U.S. Soybeans Switched from China to South Korea:** A soybean cargo heading to China switches destination amid trade row. A vessel carrying soybeans from the United States to China changed its destination to South Korea, shipping data showed, amid a trade war that has decimated U.S. shipments of the commodity to the world's top oilseed importer. The Star Laura, carrying 36,000 tonnes of American soybeans loaded in Seattle in late September, was due to arrive in the eastern Chinese port of Qingdao on Wednesday. (Source: Reuters)

**> EPA Extends Dicamba for Two Years:** Despite drift problems that has caused major damage to millions of acres of crops in 25 states, the agency is sticking with the weedkiller. Farmers are clear to continue using the herbicide for the next two years, now that the agency has renewed its license. They did, however, set some dicamba spraying limits including: a 57-foot buffer for endangered species habitats, and a sort of curfew (spraying is permitted from one hour after sunrise to two hours before sunset). A cap on "over-the-top" applications was lowered from four to two as well.

**> Pacific Ethanol Backs Down Production Levels:** Pacific Ethanol Inc cut biofuel production by -10% amid high inventories and weak margins, the company's Chief Executive Neil Koehler told analysts on Thursday. Pacific ethanol owns 9 ethanol plants with a combined production capacity of 605 million gallons a year. Other companies have made similar economic run cuts, but "not enough" to address high inventories, Koehler said. (Source: Reuters)

> **Women Farmers Are Doing Well:** Women make up 30% of farm operators in the U.S., but in 2017, female farmers out-earned their male counterparts. That makes farming one of just 10 occupations in which women earn more than men. According to Bureau of Labor Statistics, the weekly median salary for women in this field was \$1,114. Mean took home \$963. Read more about women in ag [HERE](#). (Source: CNBC Make It)

> **USMCA Will Benefit U.S. Farmers, But Trade War May Offset Gains:** Economic analysis by the Farm Foundation and Purdue University believes that U.S. dairy and poultry sectors, could reap an estimated \$450 million from additional exports to Canada and Mexico under the new trade pact. But the gains would be more than negated by those two countries' retaliatory tariffs on American farm goods. Furthermore, they found that U.S. farmers and ranches could lose nearly \$1.8 billion in exports if counter-tariffs continue long-term.

> **Price of World Food Is Falling:** Falling 0.9% in October from the month before, the prices of food worldwide are reflecting lower prices for meat, dairy and oils according to the UN food agency. From what I understand the Food and Agriculture Organization's (FAO) food price index averaged 163.5 points last month, against a slightly revised 164.9 in September. I'm told that the index measures monthly changes for a basket of cereals, oilseeds, dairy products, meat and sugar.

> **The Cost of Food Donations On the Rise:** Food banks are asking for help from the USDA with the cost of handling the food they are getting as part of the administration's \$6.2 billion program to offset the impact of Chinese tariffs on U.S. agriculture.

> **China Is Feeling the Trade-War Heat:** Reports out of China show economic growth is slowing quicker than expected, business sentiment is down and export demand dipped sharply according to a Chinese government index. Things could get worse as President Trump has said tariffs on another \$267 billion in Chinese goods will be ready if his meeting with Chinese President Xi Jinping later this month doesn't go well.

> **Hyundai and Kia Putting Solar Panels On Autos:** While the first-gen solar roof will be limited to hybrids with conventional roofs, a second-wave semi-transparent roof will be available on cars (including combustion-only models) as part of a panoramic sunroof system. There's also a third-gen system in a pilot phase that will provide power from the roof and hood at the same time. The first-gen model can charge 30 to 60 percent of a hybrid's battery per day depending on both the weather and the overall environment. I'm told they will be released in 2019. (Source: Engadget)

> **Amazon Launches Online Black Friday Deals Store:** Amazon has launched its online Black Friday Deals store, giving you access to a variety of deals and sales through its online marketplace. Already, the company is offering sales on a slew of products, including some real of the Day offers that will expire at day's end and be replaced with other sales tomorrow. Looks like Amazon wants to dismantle the traditional Black Friday shopping day. (Source: Fortune)

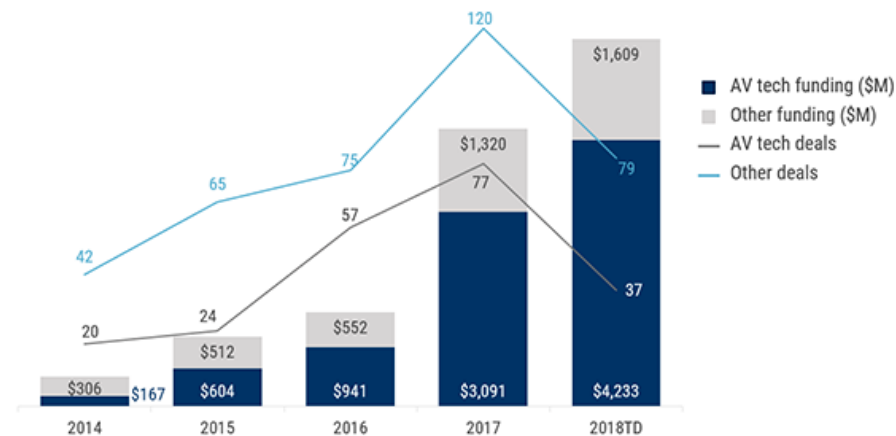
> **Billions of Dollars Pouring Into Autonomous Vehicles (AV):** In the first three quarters of 2018, they have committed \$4.2 billion, compared to \$3 billion in 2017 and \$167 million in 2014. The biggest funding tends to go to companies building a full car from scratch. Developing a brand new car model usually costs companies at least \$1 billion, and up to \$6 billion. Great example is Zoox, a company which is building a fully self-driving car from scratch and has raised \$790 million in funding to date despite still being in the private testing phase of its development. (Source: CB Insights)





## Funding to AV tech outpaces rest of auto tech

Deals and dollars to AV and other auto tech startups, 2014-2018TD (9/20/2018)



Source: cbinsights.com

CBINSIGHTS



**Eastcentral Indiana** - Things are going well for us as we near the end of harvest. I'm guessing we have around 350 acres each of corn and beans left to harvest. These are not record breakers but certainly are very good yields. I suspect we will out produce the low prices as we sold most of the beans above \$10 and have over 60% of the corn sold at a profit as well. Producing over 230bpa definitely is going to help the bottom line. I only wish that we had made more sales for 2019, but I'm counting on more opportunity to do so before I run out of storage. We do grow some seed beans and though there is more work involved, the premiums are worth it. We were able to get some fungicide down this year and the beans looked great, staying greener longer than most years. We will stick with regular rotations and seed beans, but we are hearing some may put down more corn.

**Northeastern Missouri** - We had terrible weather in October in our area. Now it looks like we are off to the same start this month. Corn harvest went well and we were able to finish by mid-October and then switched to beans. Yields were nothing special but at least we got a decent crop. We were fortunate that the beans stayed out long enough to dry down in order to start cutting. We will have some beans that will need to dry down in storage and hopefully we can get some good weather to finish and mix them in. We were able to make a small sale today and still have sales to make as we are all hoping Trump can get things worked out with China. I'm hearing some guys won't be buying until late in order to see what acres they want to plant next year.

**Southeast Wisconsin:** We have some corn left to harvest that we will get to if things can dry up enough. With out weather this season we had ponding on more than one occasion in that field. I suppose it won't be until it freezes that we will then be able to get out based on our forecast. My goal is not to have to pull out any equipment for the remainder of the year. We were able to get a good amount of our stalk bales put up during a rare dry spell and we are hoping to get on some more soon. Some friends of ours could use a hand baling their stalks, so we have that on the calendar as well. Can't wait for this season to be over. Plenty of field work to follow.



**Can Organic Farmers and Gene Editors Find Common Ground:** Many organic advocates claim that genetically engineered crops are harmful to human health, the environment, and the farmers who work with them. Biotechnology advocates fire back

that genetically engineered crops are safe, reduce insecticide use, and allow farmers in developing countries to produce enough food to feed themselves and their families. Keep in mind, research and development of a new genetically engineered crop cost around \$100 million at large seed companies. Clearing the regulatory hurdles laid out by the U.S. Department of Agriculture, EPA and/or FDA takes between five and seven years and an additional \$35 million. The price shuts small companies, academic researchers and NGOs out of the equation. To recoup their \$135 million investment in crop commercialization, companies develop products to satisfy the biggest markets of seed buyers – growers of corn, soybean, sugar beet and cotton. The costs of research and development are far lower with CRISPR due to its precision and predictability. And early indications suggest that using CRISPR for the mutation will not be subject to the same regulatory hurdles and costs in the U.S. Read more [HERE](#) to see how both sides are trying to maximize the positives and minimize the negatives of gene-editing.

**We've Lost Half the World's Wildlife Since 1970:** According to the WWF's Living Planet Report, in just the last 40 years, humans are responsible for wiping out 60 percent of the Earth's wildlife. The staggering loss is reflected in the organization's Living Planet Index, which tracks global biodiversity by measuring the abundance of mammals, reptiles, birds, and other species. The report comes 20 years after the WWF's first study of global biodiversity in 1998. Since then, WWF has called upon experts from around the globe, summoning Google Earth programmers, organizations such as Global Fishing Watch, and academics to contribute to the study. While climate change isn't helping, the WWF indicates that human activity is more responsible for Earth's shrinking biodiversity than anything else. Read more [HERE](#) on what this all means.

**Bad News for Senior Housing Developers.... Boomers Staying Put:** A recent study by Trulia examined the housing situations of homeowners 65 and older and compared it with a decade ago. It uncovered a 3.4% jump in the number of seniors working in 2016 compared with 2005, and a 1.7% increase in the number living with younger generations. It also showed that seniors appear to be holding off on downsizing just the same as they were 10 years prior. Only 5.5% of seniors moved, according to Trulia, and of those who did, the split was pretty even between single-family and multifamily residences. But Trulia analyst Alexandra Lee points out that while the percentage of downsizers hasn't changed, the number of those moving actually has. "Because the Boomer generation is so much larger than previous generations, that 5.5% moving rate translates into very different raw numbers across the years," Lee wrote. "There were about 7 million more senior households in 2016 than 2005, meaning 386,000 more senior households moved in 2016." Read more [HERE](#) on this trend.

**Bringing AI Into Psychiatry:** A new machine-learning technique documented in a paper published today in Nature Human Behaviour could help identify those suffering from suicidal thoughts. Researchers looked at 34 young adults, evenly split between suicidal participants and a control group. Each subject went through a functional magnetic resonance imaging (fMRI) and were presented with three lists of 10 words, all related to suicide. The researchers also used previously mapped neural signatures that show the brain patterns of emotions like "shame" and "anger." Five brain locations, along with six of the words, were found to be the best markers to distinguish the suicidal patients from the controls. Using just those locations and words, the researchers trained a machine-learning classifier that was able to correctly identify 15 of the 17 suicidal patients and 16 of 17 control subjects. Read more [HERE](#) how AI is identifying at-risk patients.

**These Two Guys Claim to Have Created the "Air" Market:** In 2014, Moses Lam and Troy Paquette — both Canadian mortgage specialists in their late 20s — were looking for a career change. One evening while sitting around thinking about things, Lam saw a bottle of water and wondered if they could do the same thing with air. With that, the two loaded into Paquette's SUV, drove to Banff National Park in the Canadian Rockies, and spent an hour "flailing a plastic bag around, trying to catch the mountain breeze." The duo listed the product of their labor — a Ziploc of air — on eBay, where it generated some unexpected press and sold for US\$130. What began as a joke segued to a full-fledged operation: Lam and Paquette conducted market research on areas with poor air quality, then designed an aluminum can with a patented inhalation nozzle. By early 2015, they launched Vitality Air, a company that promised to "enhance vitality one breath at a time." Read more [HERE](#) on the successful commoditization of natural resources.

## HOW MUCH WOULD IT COST TO CONSTANTLY BREATHE BOTTLED AIR?



One Vitality Air canister = 160 breaths  
Cost: \$32





Cost per breath: **\$0.20**



Average person = **16 breaths per minute**

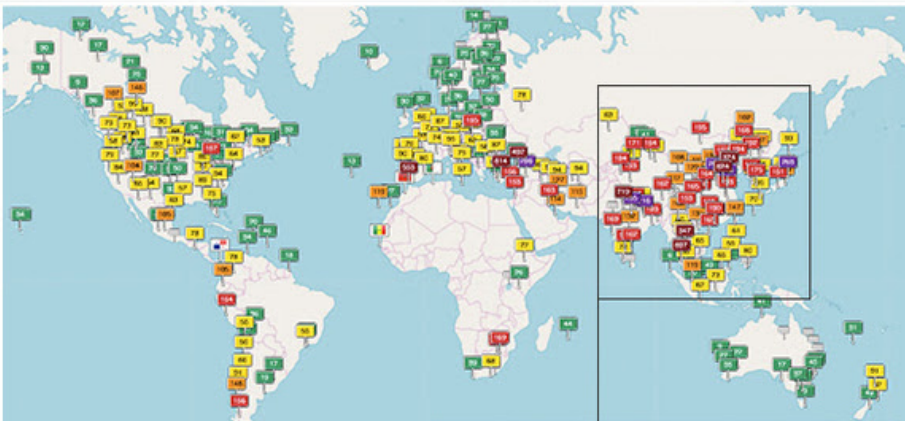
Cost per minute: **\$2.30**

Cost per hour: **\$192**

Cost per day: **\$4,608**

Cost per year: **\$1,618,920**

the **HUSTLE**



#### AIR POLLUTION LEVEL

GOOD

MODERATE

UNHEALTHY FOR SOME

UNHEALTHY

VERY UNHEALTHY

HAZARDOUS





### **A New Apple Has Become America's Favorite**

The Red Delicious apple has been America's #1 for more than a century, but the title is now being passed over to the Gala. The U.S. Apple Association, which advocates on behalf of 7,000 apple growers and 400 companies in the apple business is projecting that the Gala apple will take over as consumers now prefer its taste, texture and sweetness. The first Gala apple tree was one of many seedlings resulting from a cross between a Golden Delicious and a Kidd's Orange Red planted in New Zealand in the 1930s by orchardist J.H. Kidd. Donald W. McKenzie, an employee of Stark Bros Nursery, obtained a US plant patent for the cultivar on October 15, 1974. Gala apples are grown from May through September in the northern hemisphere, but, like most apples, are available almost all year through the use of cold storage and controlled atmosphere storage. Gala has actually already become the most popular variety sold in the U.S., follow by the Red Delicious. In response to shifting preferences, U.S. farmers will grow 52.4 million units of Gala apples in 2018, up +5.9% from a year earlier. Red Delicious production is expected to tumble -10.7% to 51.7 million units in 2018. Red Delicious will still account for about half of U.S. apple exports. The Granny Smith, Fuji and Honeycrisp apples are expected to rank third, fourth and fifth respectively in U.S. production. The apple that has gained in popularity the most in the past few years is the Honeycrisp. Created at the University of Minnesota, only roughly two decades ago, its production is up +21.8% to 23.5 million units this year alone. That puts it ahead of the gold Delicious apple for the first time in history. The Apple Association has predicted that within a year or two, the Honeycrisp may pass the Granny Smith and Fuji in popularity. Of course, all is not rosy in the industry as U.S. apple farmers rely heavily on exports that have been caught in the middle of the recent trade wars. Apple growers export about \$1 billion worth of apples annually, roughly one-third of the country's crop. The trade tariffs with Mexico, India and China — our first, second and sixth largest export markets — has been very challenging for the industry. Below are a few more interesting stats on the U.S. apple industry: (Source: USApple)

**The United States has 7,500 apple producers** who, collectively, grow 240 million bushels of apples on average each year on 322 thousand total acres of land. The farm-gate revenue, or wholesale value, of the U.S. apple crop annually is close to \$4 billion, with a predicted additional \$15 billion related downstream economic activity each year.

**Top 10 Varieties Produced in U.S.** - The top 10 varieties produced in the U.S. are: Gala, Red Delicious, Granny Smith, Fuji, Golden Delicious, Honeycrisp, McIntosh, Rome, Cripps Pink/Pink Lady®, Empire

**Top 10 Varieties Sold in U.S.** - The top 10 apple varieties sold in the U.S. are: Gala, Red Delicious, Fuji, Granny Smith, Honeycrisp, Golden Delicious, McIntosh, Cripp's Pink/Pink Lady®, Braeburn, Jazz®.

**The United States is the world's second-largest producer** of apples behind China. U.S. production is followed by Poland, Italy, and France.

**Approximately one of every four fresh apples grown in the United States is exported.** Top export markets for U.S.- grown apples have been: Mexico, Canada, India, Taiwan, United Arab Emirates, China, Hong Kong, Vietnam, Indonesia, Saudi Arabia, Thailand.



# MOST POPULAR APPLE, 2018

(based on sales)



Gala



Red  
Delicious



Fuji



Granny  
Smith



Honey  
crisp

Source: U.S. Apple Association, 2018

## Don't Forget To Turn Back The Clocks... Daylight Savings Time Ends Sunday

It's that time of year... Daylight Savings Time (DST) officially ends at 2 a.m. Sunday, November 6, which means you'll want to turn your clocks back before you go to bed Saturday night. The good news for the early risers is that sunrise will be about an hour earlier and there will be more light in the mornings, but unfortunately, this also means sunset will be happening a lot earlier. Each year when Daylight Savings Time comes around people often ask where in the world the concept came from. Interestingly, the idea was first conceived by Benjamin Franklin during his tenure as an American delegate in Paris. Supposedly Franklin documented the idea in 1784 in an essay entitled "An Economical Project for Diminishing the Cost of Light". In the essay, he suggested, although jokingly, that Parisians could economize candle usage by getting people out of bed earlier in the morning, making use of the natural morning light instead. The Germans were the first to officially adopt the light-extending system in 1915 as a fuel-saving measure during World War I. The British switched one year later, and the U.S. followed in 1918 when Congress passed the Standard Time Act, which established our time zones. However, this experiment lasted only until 1920, when the law was repealed due to opposition from dairy farmers. During World War II, Daylight Savings Time was imposed again -- this time year-round -- to save fuel and vital energy. Since then, Daylight Savings Time has been used on and off. (Source: [timeanddate.com](http://timeanddate.com); webexhibits)

**DST Chaos:** *Widespread confusion was created during the 1950s and 1960s when each U.S. locality could start and end Daylight Saving Time as it desired. One year, 23 different pairs of DST start and end dates were used in Iowa alone. For exactly five weeks each year, Boston, New York, and Philadelphia were not on the same time as Washington D.C., Cleveland, or Baltimore--but Chicago was. And, on one Ohio to West Virginia bus route, passengers had to change their watches seven times in 35 miles! The situation led to millions of dollars in costs to several industries, especially those involving transportation and communications. Extra railroad timetables alone cost the today's equivalent of over \$12 million per year.*

**Oil Conservation:** *Following the 1973 oil embargo, the U.S. Congress extended Daylight Saving Time to 8 months, rather than the normal six months. During that time, the U.S. Department of Transportation found that observing Daylight Saving Time in March and April saved the equivalent in energy of 10,000 barrels of oil each day - a total of 600,000 barrels in each of those two years. Likewise, in 1986, Daylight Saving Time moved from the last Sunday in April to the first Sunday in April. No change was made to the ending date of the last Sunday in October. Adding the entire month of April to Daylight Saving Time is estimated to save the U.S. about 300,000 barrels of oil each year. Beginning in 2007, Daylight Saving Time commenced on the second Sunday in March and ended on the first Sunday in November, thereby saving even more oil.*

**Bombing Thwarted:** *In September 1999, the West Bank was on Daylight Savings Time while Israel had just switched back to standard time. West Bank terrorists prepared time bombs and smuggled them to their Israeli counterparts, who misunderstood the time on the bombs. As the bombs were being planted, they exploded -- one hour too early -- killing three terrorists instead of the intended victims -- two busloads of people.*

**Births and Birthdays:** *While twins born at 11:55 p.m. and 12:05 a.m. may have different birthdays, Daylight Saving Time can change birth order -- on paper, anyway. During the time change in the fall, one baby could be born at 1:55 a.m. and the sibling born ten minutes later, at 1:05 a.m. In the spring, there is a gap when no babies are born at all: from 2:00 a.m. to 3:00 a.m. In November 2007, Laura Cirioli of North Carolina gave birth to Peter at 1:32 a.m. and, 34 minutes*

later, to Allison. However, because Daylight Saving Time reverted to Standard Time at 2:00 a.m., Allison was born at 1:06 a.m.

**Not Universal:** Not everyone changes the clock on the same date, which can make for confusing calls to friends and family in other countries. For example, Brazil already changed its clocks on the third Saturday in October. Israel usually changes the clock on the last Sunday in October (the 25th this year). That means that for a few days this month, Tel Aviv will only be six hours ahead of New York City instead of seven. "There is no international authority governing timekeeping," Michael Downing, the author of *Spring Forward: The Annual Madness of Daylight Saving*, told *From The Grapevine*. "There is no logic to the confusion."

**Arizona and Hawaii Don't Participate:** During the brief periods in history that Arizona observed DST, residents were not thrilled with high temperatures lasting until bedtime. If you wanted to be outdoors, the heat made it hard to function and do much of anything. Arizona's unique climate negated the benefits of DST, which is why the state hasn't adjusted its clocks for the past several decades. Hawaii doesn't need more sunlight as they sit near the equator and the sunrise and sunset are consistent.

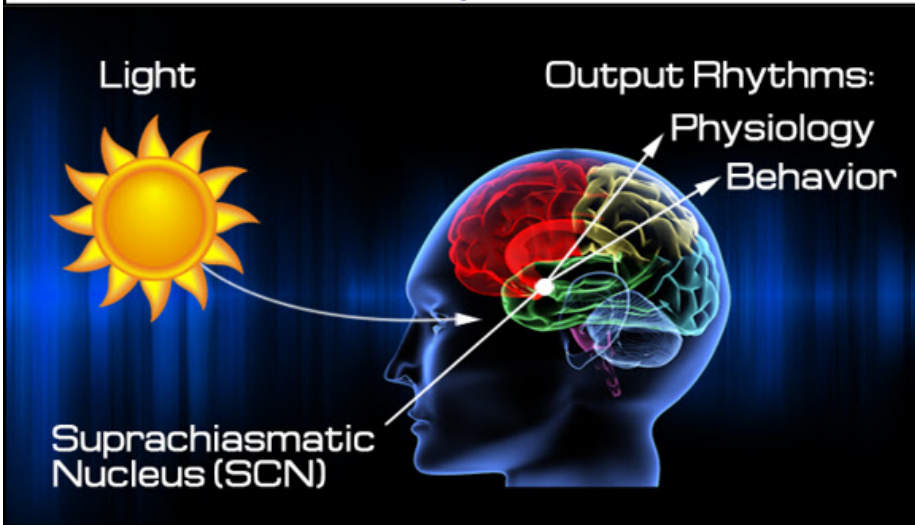
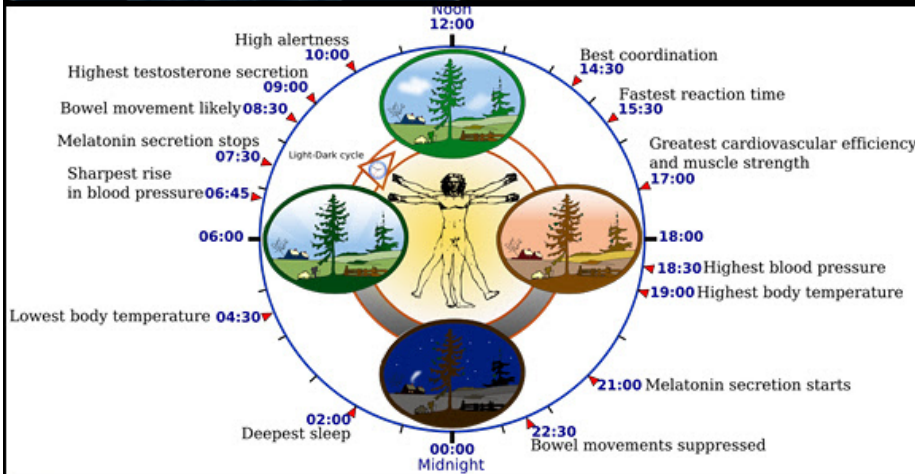
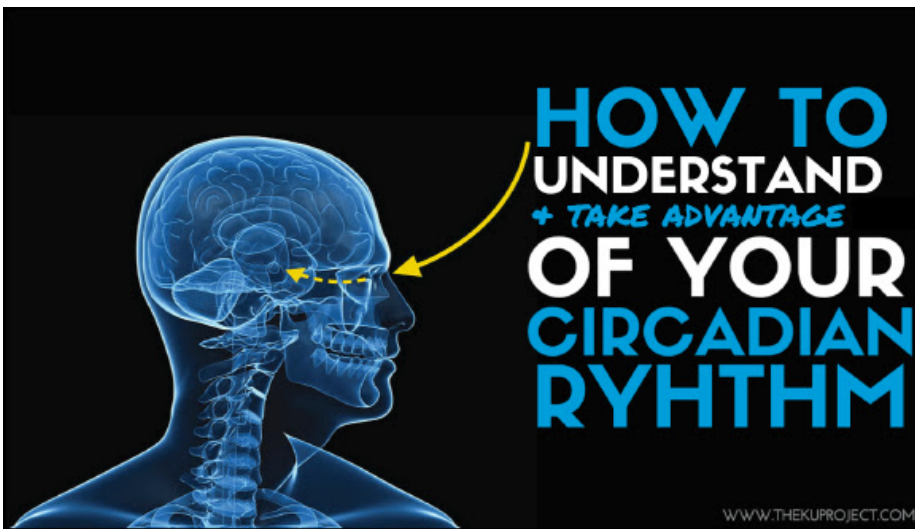


### How the Changing of Seasons Impact Your Health

Seasonal shifts can swing your health and mental well being. Scientists have found our "suprachiasmatic nucleus" to be our master circadian clock. This "suprachiasmatic nucleus" is also a seasonal clock that measures the length of daylight and can alter the human brain as the seasons change. From what I've come to understand, the "suprachiasmatic nucleus" contains about 20,000 nerve cells and is located in the hypothalamus portion of the brain. The "suprachiasmatic nucleus" takes the information on the length of day, night, temperatures, barometric pressure, humidity, etc., from the retina and other sensory systems, interprets it, and passes it on to the pineal gland. In response to these signals from the "suprachiasmatic nucleus", the pineal gland secretes and alters various hormones. Which we've learned can vastly alter your sleep patterns, moods, sex drive, and overall health and mental well being. If things get out of whack, it can easily throw your natural circadian rhythm out of balance. Abnormal circadian rhythms have also been associated with asthma, obesity, diabetes, elevated blood pressure, depression, bipolar, cardiovascular, metabolic, and neurological disorders, including what's called Seasonal Affective Disorder (SAD). Researchers at MIT have also discovered a link between a disruption in circadian cycles and more rapid aging. Several leading doctors in the field concluded, "What's now emerging in this field is the idea that maintaining the circadian cycle is quite important in health maintenance, and if it gets broken, there's a penalty to be paid in health and perhaps in aging." In fact The Nobel Prize in Physiology or Medicine was awarded to three Americans last year, Jeffrey C. Hall, Michael Rosbash, and Michael W. Young. In short, the researchers were able to "peek inside" the biological clocks of living organisms—which help to regulate sleep patterns, feeding behavior, hormone release, and blood pressure—to better understand how life responds to the Earth's rotation. From what I've come to understand, each of us has our own "circadian rhythm" which directly influences our sleep-wake cycles, hormone release, body temperature, blood pressure and other important bodily functions. Often times this rhythm can get out of synch, especially following travel, trips, and seasonal changes. Researchers have also found that fluctuations in internal body temperature and light can regulate and alter the body's natural circadian rhythm. Scientists believe that the different cells in our bodies may communicate with each other in a synchronized output of electrical signaling. These may interface with endocrine glands of the brain to result in periodic release of hormones and regulating agents. The receptors for these hormones and regulators may be located far across the body and synchronized by the peripheral clocks of various organs. Thus, the information is



perhaps being relayed and processed to the clock in the brain, and, through that, clocks in the rest of the body may be synchronized or become unsynchronized. This is how the timing of, for example, sleep/wake, body temperature, thirst, appetite, blood pressure, water retention, etc. are coordinately controlled by this so called "master biological clock". In fact, neuroscientist Joseph Takahashi and colleagues stated in a 2013 article that "almost every cell in the body contains a circadian clock." For example, these clocks, called peripheral oscillators, have been found in the adrenal gland, oesophagus, lungs, liver, pancreas, spleen, thymus, and skin. There is also some evidence that the olfactory bulb and prostate may experience oscillations and synchronization as well. Many medical professionals are now thinking health problems can be a direct result from a disturbance to the "circadian rhythm". There's a ton of medical articles floating around the internet about ways to help reset your "circadian rhythm". I personally don't know if any of them work or not, but I am seeing a lot more research and now a Noble Prize being given to doctors making advancements in learning more about our internal clock and how our cells and organs are programmed and synchronized. Most sources show the top ways to help reset your rhythm is to listen to your body closely. Pay attention to your breathing. If it's a bit heavier than normal you may need to catch up on your sleep and or replenish your fluids. Often times when our rhythm gets out of whack we can become more easily dehydrated, which leads to many other complications. This might be something worth doing some additional research on... lots of interesting information on the subject! (Source: Psychology Today; The Chopra Center)



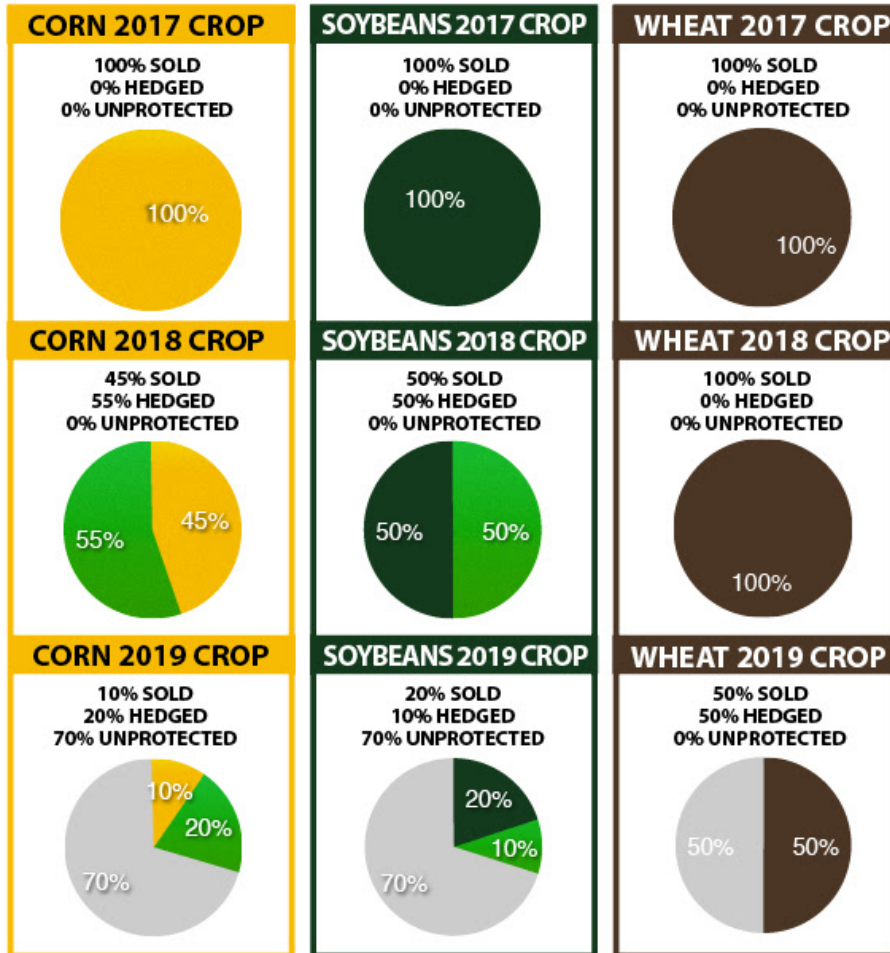
**ANSWER to riddle:**

*A umbrella*

**CASH SALES & HEDGING TOTALS**



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